

# Bio Based Industries Joint Undertaking

## Work Plan 2018: Highlights & research priorities main aspects of proposal preparation and evaluation

Thomas VYZIKAS  
BBI JU project officer

Lisbon, Portugal  
24<sup>th</sup> May 2018





# Table of contents

- Bio-Based Industries (BBI) & BBI JU
- Horizon 2020 vs. BBI JU: similarities & differences
- Call 2018
- How to write a good proposal
- Final remarks



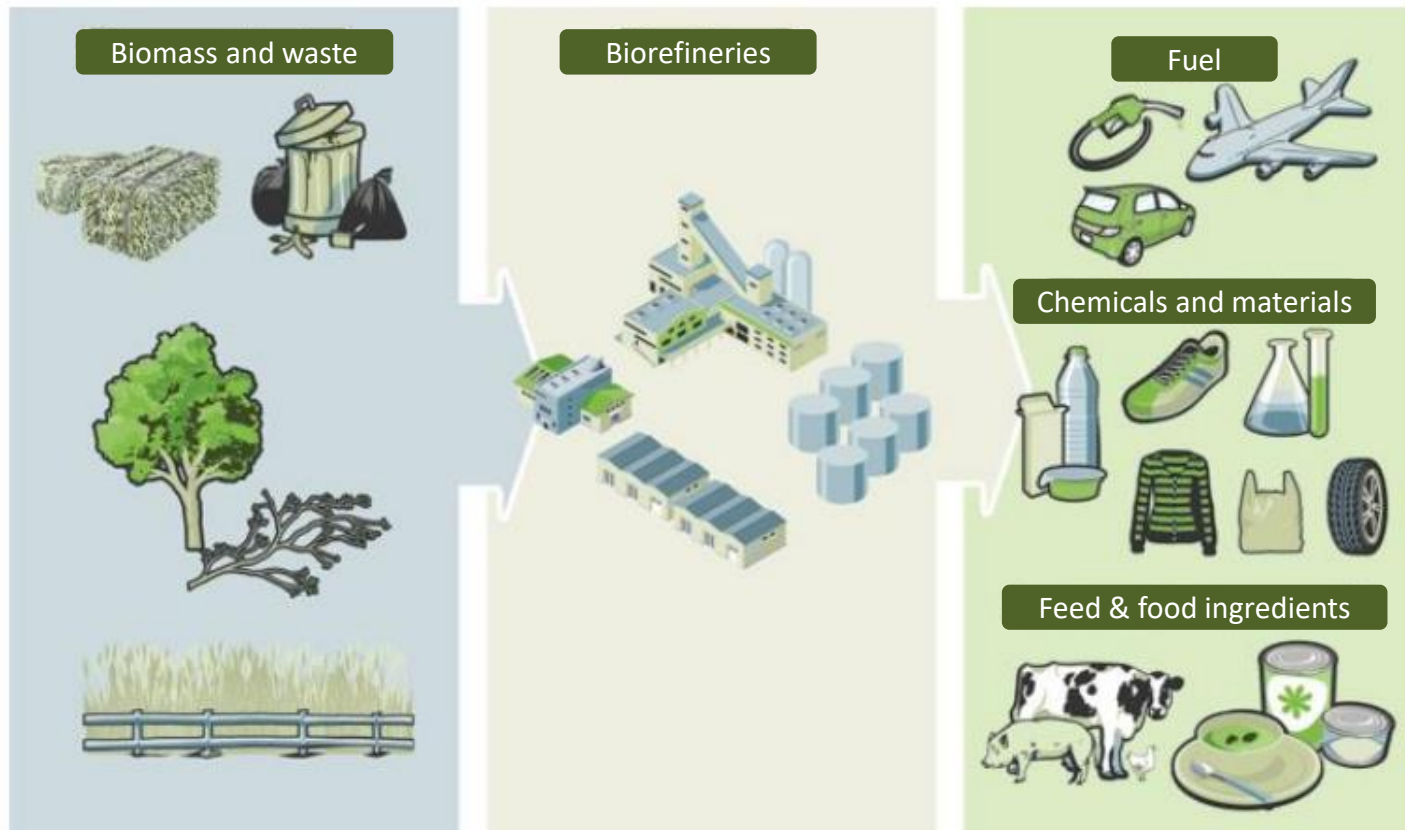
# Table of contents

- Bio-Based Industries (BBI) & BBI JU
- Horizon 2020 vs. BBI JU: similarities & differences
- Call 2018
- How to write a good proposal
- Final remarks



# Bio-Based Industries (BBI)?

BBI and their value chains are facing complex and substantial technological and innovation challenges





# Bio-Based Industries (BBI)?

BBI and their value chains are facing complex and substantial technological and innovation challenges





# Why BBI JU is needed

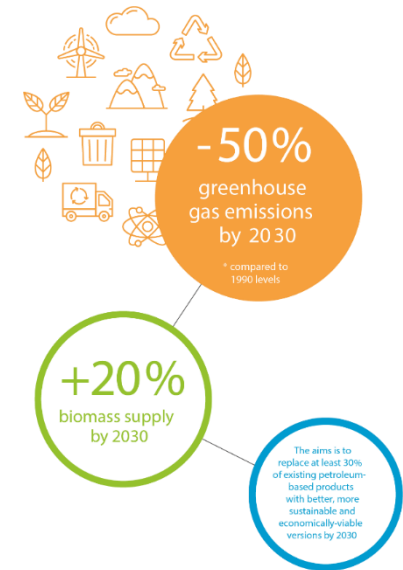
European public-private partnership is needed to :

- **De-risk investments** by pooling resources from public & private sectors
- Offer a joint **financial commitment** and **jointly defined programme** at EU level
- Have **common approach**, across sectors & borders
- **Organize the value chains**
- **Reach critical mass** of this “emerging” sector
- **Implement clear framework** that brings clarity for activities & investments and ensures long term stability and predictability
- **Leverage additional investments**



# Expected impact for Europe by 2030

- Replace 25% of oil-based chemicals
- 10 times more bio-based materials
- Increase biomass supply by 20%
- Increase by 25% mobilisation of unused sources
- Diversify and grow farmers' revenues
- Create 700,000 jobs – 80% in rural areas
- Reduce EU's dependency on import of fossil raw materials, protein (- 50%) and P – K (- 25%)
- Develop potential of agro-food “waste” & forestry residues
- Shift to bio-based economy → average 50% GHG emission reduction







# BBI Joint Undertaking (BBI JU)?

- Public-Private Partnership (PPP) developing sustainable and competitive bio-based industries in Europe
- Partners:
  - European Union (via EC)
  - Bio-based Industries Consortium (BIC)



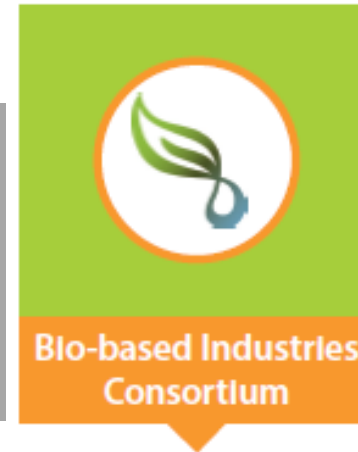
[www.bbi-europe.eu](http://www.bbi-europe.eu)



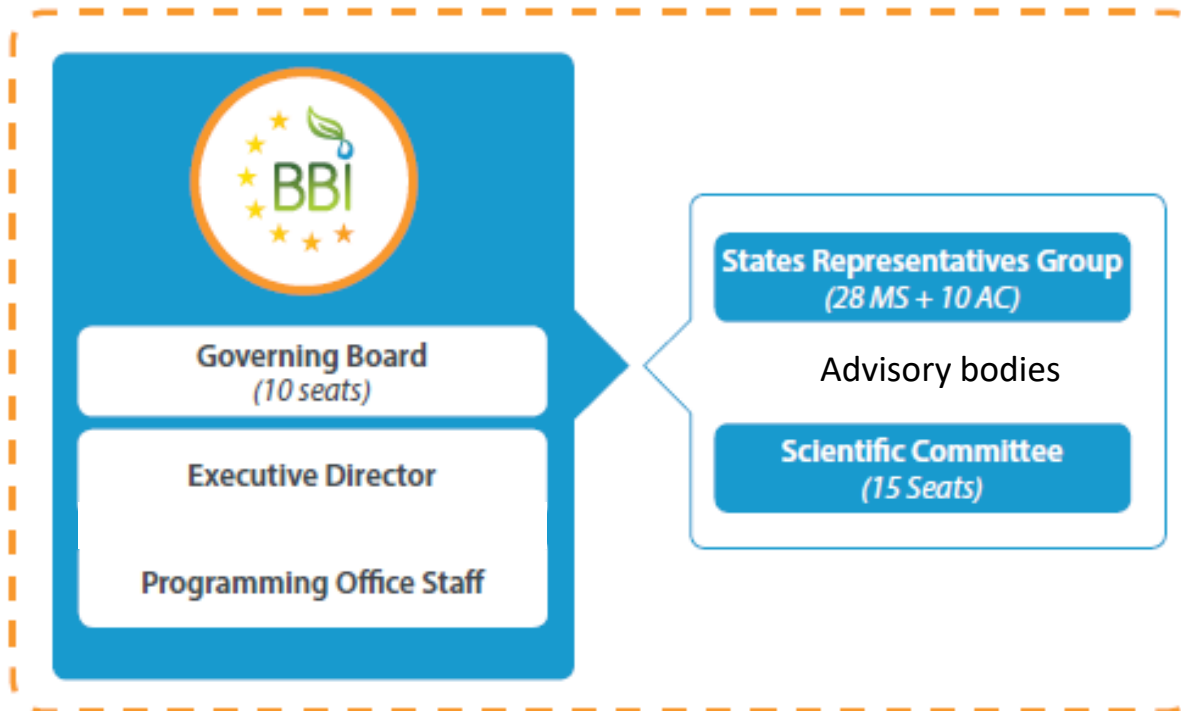


# BBi JU - Governance

**Public partner**  
Represented by  
EC



**Private partner**  
Represented by BIC  
75% of investment  
in BBi JU





# How are the BBI objectives implemented?

## Strategic level: SIRA

Strategic Innovation and Research Agenda  
guiding document developed by BIC and validated by EC



## Operational Level Annual Work Plan

Drafting – Approval – Supporting



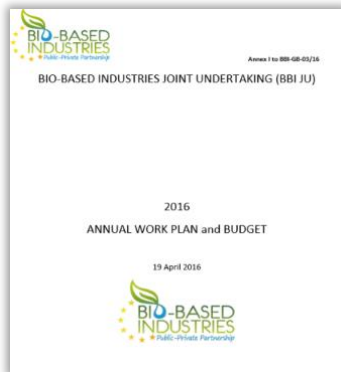
+ Scientific Committee  
+ States Representatives Group



Call for proposals  
(RIAs, IAs, CSAs)  
**Your project**



Publication &  
Implementation





# BBI JU Calls 2014-2017

Call  
2014

Call  
2015

Call  
2016

Call  
2017

Call  
2018

Call  
2019

Call  
2020



17 new projects  
signed by 8<sup>th</sup> May

Opened: 11 April 2018  
Closes: 6 Sept. 2018

**65 + 17 = 82 ongoing BBI JU projects**

**Call 2014:** 10 projects: 1 Flagship, 2 Demo, 7 RIAs

**Call 2015.1:** 3 projects: Flagships

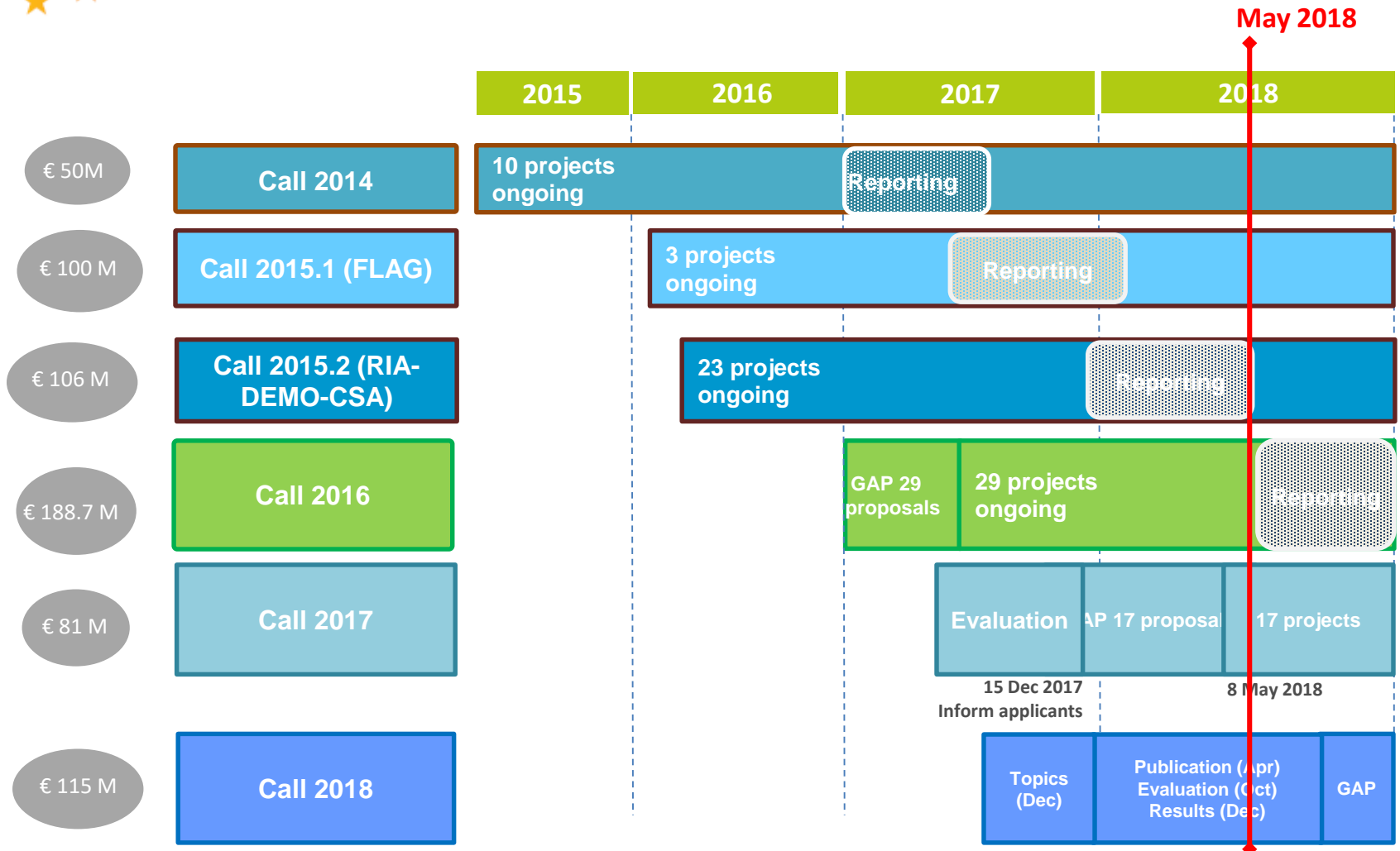
**Call 2015.2:** 23 projects: 9 Demo, 11 RIA, 3 CSA

**Call 2016:** 29 projects: 2 Flagships, 9 Demo, 15 RIA, 3 CSA

**Call 2017:** 17 projects: 1 Flagship, 4 Demo, 10 RIA, 2 CSA



# BBI JU Calls overview





# BBi JU on-going projects

## Calls 2014 + 2015 + 2016 + 2017

SO1: Feedstock	RIA	DEMO	Flagship
Agri-based	Carbosurf, PROMINENT, LIBBIO, HYPERBIOCOAT, Zelcor, BIOrescue BioBarr, SSUCHY, CASPER, Pro-Enrich, Prolific, EXCornsEED	Pulp2Value, AgriMax, Funguschain, GreenProtein, LIPES, GRACE, LigniOx SUSFERT	FIRST2RUN, LIGNOFLAG AgriChemWhey, PEFerence
Forest based	SmartLi, Greenlight, PROVIDES, US4GREENCHEM NeoCel, LIBRE, TECH4EFFECT, EFFORTE, SHERPACK SusBind, WoodZymes	ValChem, BIOFOREVER, GreenSolRes, PULPACKTION, FRESH, Dendromass4Europe SYLFEED, EUCALIVA	BIOSKOH, EXILVA SWEETWOOD
Bio-waste and CO <sub>2</sub>	NewFert, AFTERLIFE, PERCAL, BARBARA	EMBRACED, URBIOFIN, DEMETER	
Aquatic Biomass	MACROCASCADE, BIOSEA, ABACUS, MAGNIFICENT, VALUEMAG	SpiralG	
Different sources of biomass	EnzOx2, InDIRECT, ReSolve, BIOSMART, ECOXY, REFUCOAT, POLYBIOSKIN VIPRISCAR, AQUABIOPROFIT, iFermenter, UNRAVEL	OPTISOCHEM, BIOMOTIVE EFFECTIVE ReInvent	
SO4: Facilitation of market uptake		CSA	
Policy, regulations & standardization		STAR4BBi	
Consumer awareness of the benefits of the bio-based products		BioCannDo, BIOWAYS BIOBRIDGES	
Knowledge gathering and networking		BIOPEN, Pilots4U, RoadToBio ICT-BIOCHAIN	

# BBi JU Flagships & Demo plants on-going projects



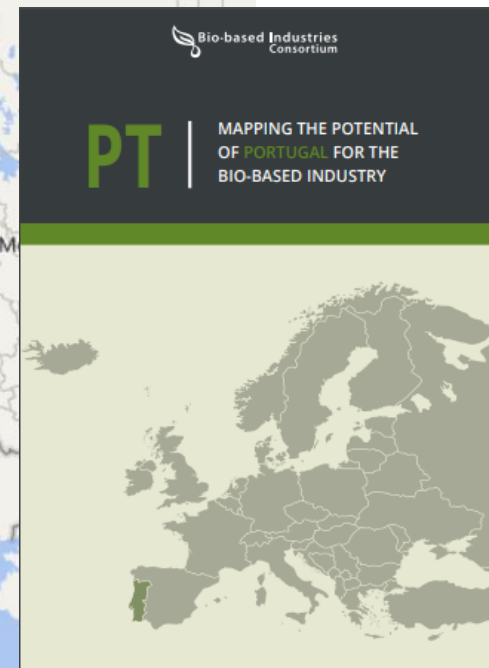
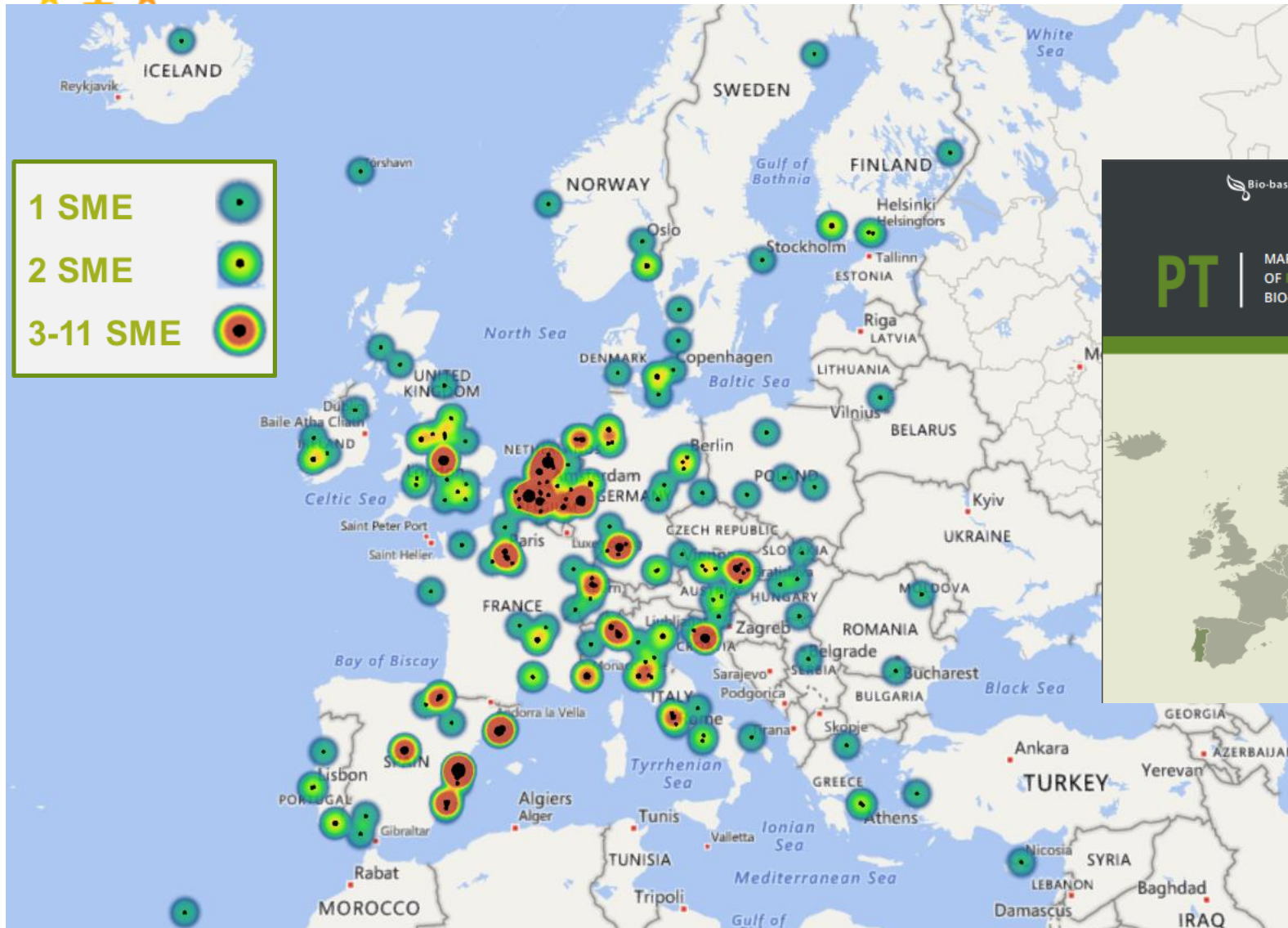
→ More information on the projects: [www.bbi-europe.eu](http://www.bbi-europe.eu)





# SME beneficiaries

## Geographical distribution







# How to influence BBI JU topics?

Less via SC2 Programme Committee (PC)...

- H2020-SC2: PC = 'co-decision' body
- BBI JU: SRG = advisory body

...but via <http://BIConsortium.eu/membership>

## Membership benefits

- ✓ Define the content of the annual Work Plan
- ✓ Receive tailored information and support
- ✓ Obtain advice and guidance on EU loans/grants
- ✓ Network with Consortia partners and potential project partners





# Table of contents

- Bio-Based Industries (BBI) & BBI JU
- Horizon 2020 vs. BBI JU: similarities & differences
- Call 2018
- How to write a good proposal
- Final remarks



## Similarities with H2020

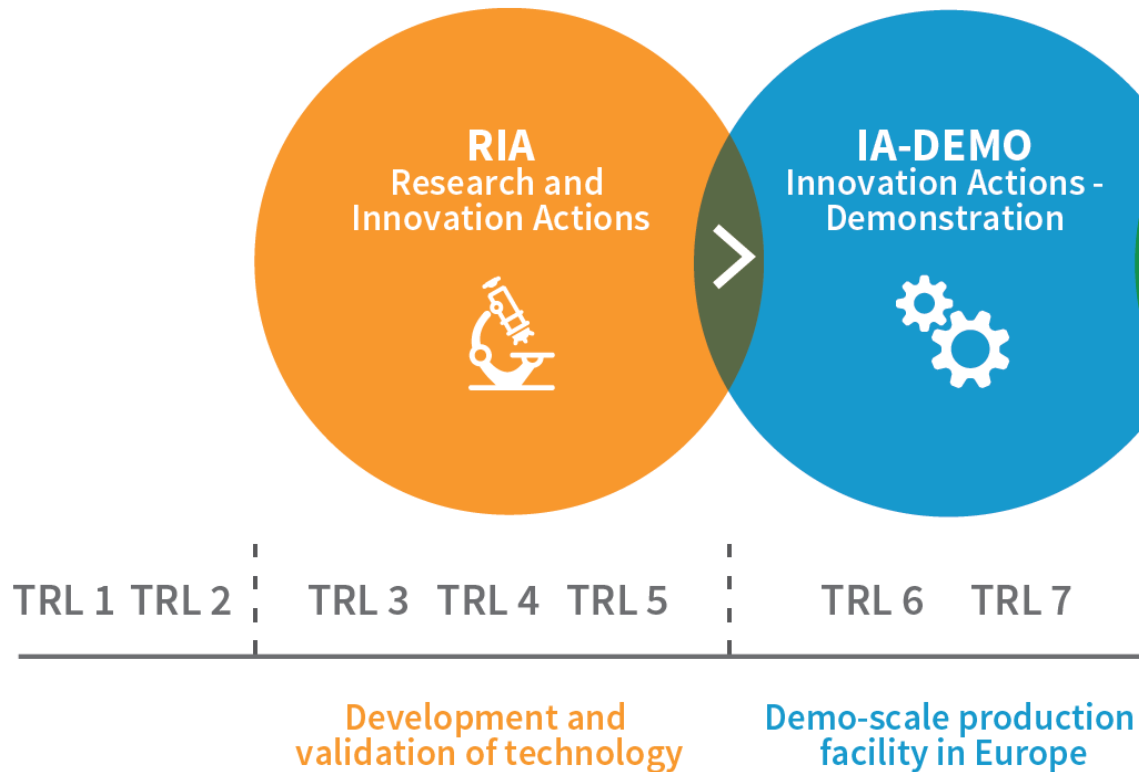


# Similarities: IT environment

- Participant Portal
  - Since BBI JU's start (Call 2014)
  - Find calls & partners, register organisations, submit proposals,...
- Terminology & help



# Similarities: types of action



**CSA**

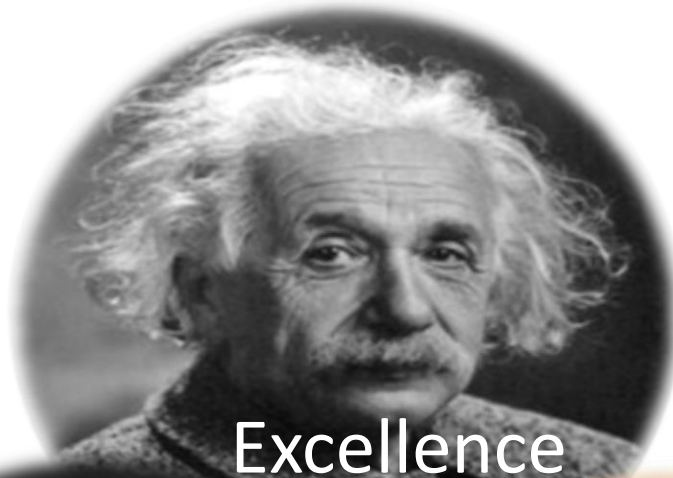
Coordination and Support Actions

-

no link to TRLs\*



# Similarities: main evaluation criteria



Excellence



Impact



Implementation



# Similarities: 'Open to the World'

- All organisations can participate...  
...but not all organisations are automatically eligible for funding
- **Terminology:** EU countries; Associated countries; Developing countries; Industrialised countries and emerging economies



See: **H2020 online manual**, [international cooperation section](#)



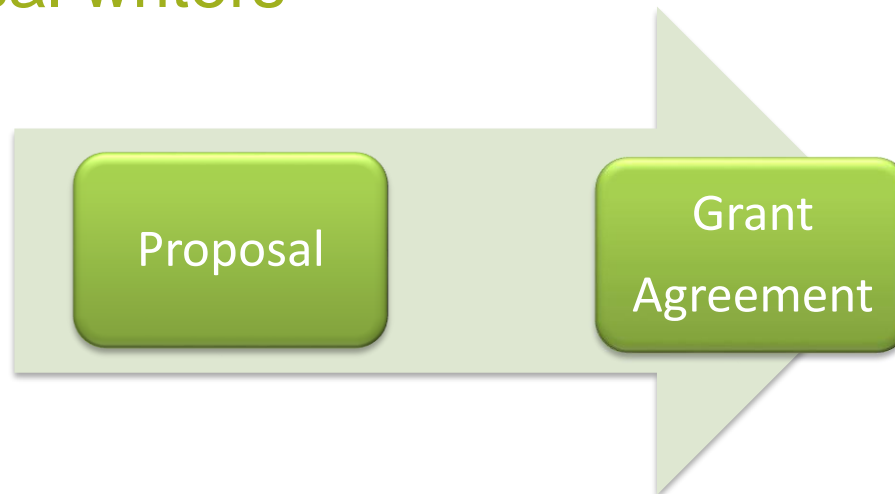


# Similarities: 'Evaluation'

Experts evaluate proposal 'as is'...

No recommendations (besides clerical errors)

After evaluation: no negotiation between BBi JU and proposal writers





## Differences with H2020



# Differences: annual cycle

Dec

- Publication of 'topic texts'

Apr

- Call open

Sept

- Call closes

Oct-  
Nov

- Evaluation

Dec

- Results to applicants



# End Technology Readiness Levels (TRL)

**TRL: Method of estimating technology maturity using a scale from 1 to 9**

**RIA Topics**  
**4,5,6,7,8,11**

TRL 1 – basic principles observed  
TRL 2 – technology concept formulated  
TRL 3 – experimental proof of concept

**Novelty**

**RIA**

TRL 4 – technology validated in lab  
TRL 5 – technology validated in relevant environment

**DEMO**

TRL 6 – technology demonstrated in relevant environment  
TRL 7 – system prototype demonstration in operational environment

**FLAG**

TRL 8 – system complete and qualified  
TRL 9 – actual system proven in operational environment

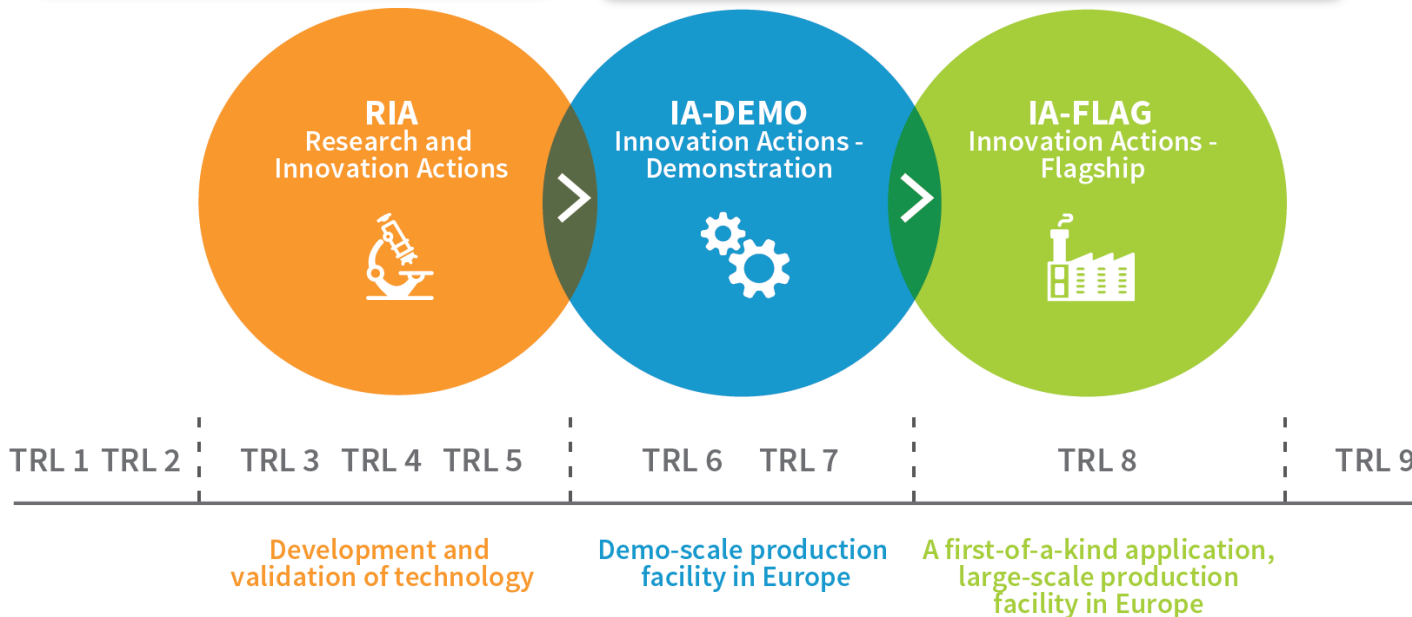
Source: TRLs are described in Part G of the [General Annexes](#) to the EC Work Program.



# BBi JU - Type of Actions

RIAs fill specific gaps in Value Chains (VCs)

IAs address the whole VC from feedstock sourcing to market applications



**CSA**

Coordination and Support Actions - no link to TRLs\*

CSAs address non-technological challenges of VCs

\*TRL = Technology Readiness Levels



# Differences: funding

Action	TRL <sup>(1)</sup>	Duration	BBi JU funding %
CSA	n/a	1-3y	100% <sup>(2)</sup>
RIA	3-5	Up to 4y	
IA-DEMO	6-7	4-5y	70% <sup>(3)</sup>
IA-Flagship	8		

**(1) TRL** = Technology Readiness Level (value 1-9; higher TRL = closer to market)

**(2)** However: de facto **no** (0%) BBi JU funding for large enterprises

**(3)** Non-profit beneficiaries / linked third parties may be reimbursed at 100%



## Differences: 'consortium own contribution'

- BBI JU is a public-private partnership...
- ...so we need contributions from both the public (EU) and private (project beneficiaries, incl. BIC members) side
- 'Consortium own contribution': 1 or more of the following 3 elements:
  - Financial contributions ('In cash')
  - 'in kind' contributions
  - 'Additional investments'





# Differences with H2020 the PPP element



# BBi JU budget

€ 975 M

€ 975 M

**Call for Proposals**  
(in cash and in kind)



# Types of contributions

- ‘In cash’ / financial contributions = money (€)
- ‘In kind’ = other (than monetary), **non-funded** contributions to a project, e.g.:
  - Human resources: people working on project, without (asking for) funding of their costs
  - Other resources: consumables, machines, buildings, equipment,...



# BBi JU budget

€ 975 M

€ 975 M

+

€ 1755 M

**Call for Proposals**  
(in cash and in kind)

**Additional  
Investments**



# Types of contributions

- ‘In cash’ / financial contributions = money (€)
- ‘In kind’ = other (than monetary), ***non-funded*** contributions to a project, e.g.:
  - Human resources: people working on project, without (asking for) funding of their costs
  - Other resources: consumables, machines, buildings, equipment,...
- ‘Additional investments’:
  - resources **NOT** part of a project (budget)...
  - ...but that help to maximise the impact of the project OR of the BBI JU programme



# BBi JU budget



€ 975 M

€ 975 M

+

€ 1755 M

=

**TOTAL**  
**€ 3705 M**

(about 75%  
from BIC)

**Call for Proposals**  
(in cash and in kind)

**Additional  
Investments**



# Differences with H2020 evaluation





## Differences: business case/plan

- Only for IAs (Innovation Actions)
- Close to market (TRL 6-7 or even 8) → business case and plan needed
- No page limits (can be included in section 4-5 of the proposal)
- More info: see Annex 4b of the [Call 2018 Guide for Applicants](#)



## Differences: evaluation subcriteria

- Although **the 3 main evaluation criteria** (Excellence, impact, implementation) are the same...
- ...the previously mentioned differences with Horizon 2020 have been translated into (some) **BBi JU-specific evaluation subcriteria**
- More info in section '**how to write a good BBi JU proposal**'



## Differences: eligibility for 6 RIAs

- New in Call 2018:
  - 6 RIAs (topics R4-8 and R11)...
  - ... with an additional eligibility criterion
- More info in section 'Call 2018'

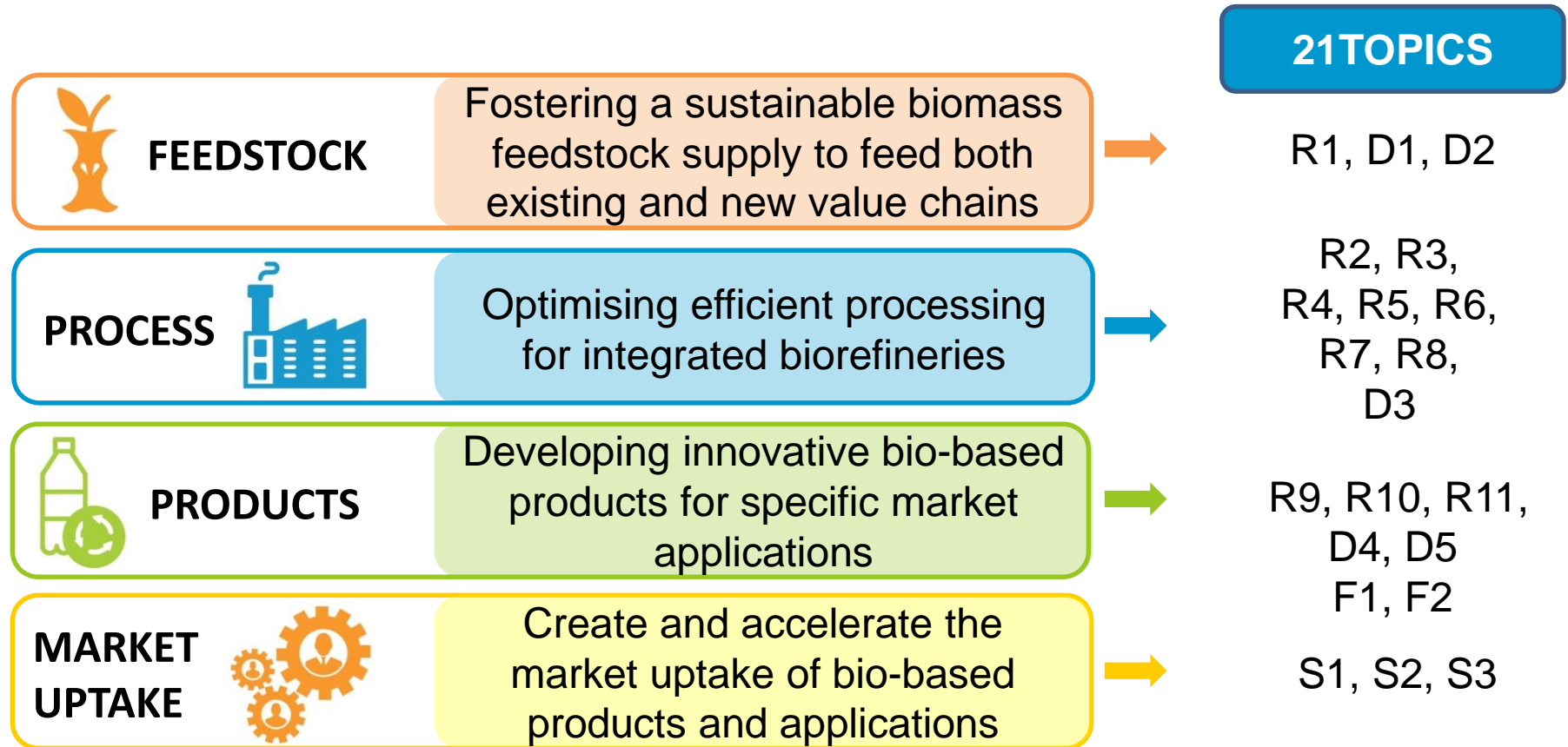


# Table of contents

- Bio-Based Industries (BBI) & BBI JU
- Horizon 2020 vs. BBI JU: similarities & differences
- **Call 2018**
- How to write a good proposal
- Final remarks

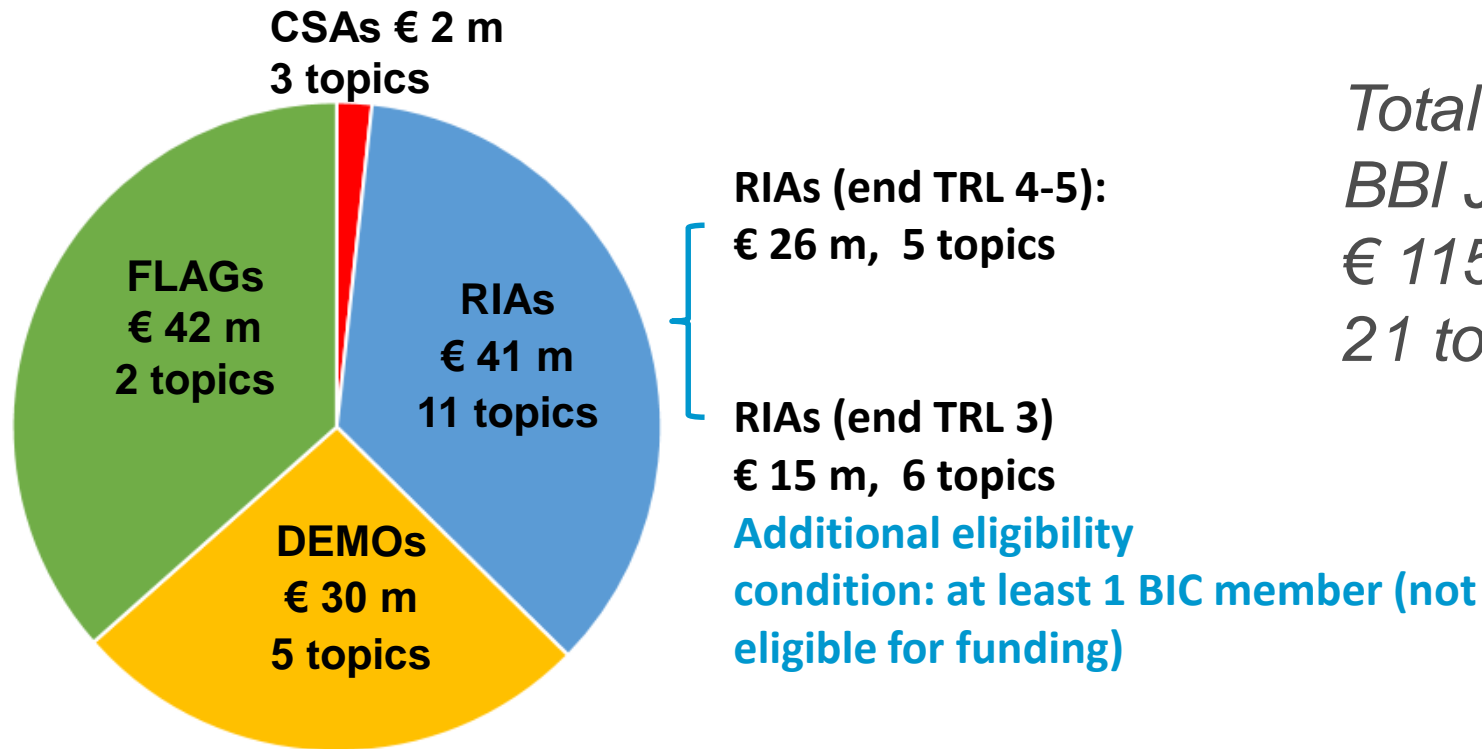


# Strategic Orientations in Call 2018 Thematically





# Budget distribution Call 2018



*Total Indicative  
BBi JU budget is  
€ 115 million for  
21 topics*

In addition substantial resources from industry expected  
Estimated value of the in-kind contribution is minimum 45 M €



# Call 2018 – budget (lines)

Competition *within* each budget line, not per topic

Action	# topics	Budget (line)
CSA	3	€ 2 million
RIA 1-3, 9-10	5	€ 26 million
RIA 4-8, 11	6	€ 15 million
IA-DEMO	5	€ 30 million
IA-Flagship	2	€ 42 million
<i>Total</i>	<i>21</i>	<i>€ 115 million</i>



# RIA topics Call 2018



## 5 RIA topics aiming at end TRL 4 to 5:

BBi JU budget: € 26 million total

€ 2-5 million per grant

**Objective:** Filling specific gaps in the value chain by development of building block, product, technology or process

Feedstock	<ul style="list-style-type: none"><li>▪ Valorization of <b>aquaculture, fisheries and aquatic biomass</b> (R1)</li></ul>
Process	<ul style="list-style-type: none"><li>▪ Improvement of <b>biocatalytic</b> processes (R2)</li><li>▪ <b>New technologies</b> for pulping industries (R3)</li></ul>
Products	<ul style="list-style-type: none"><li>▪ <b>Functional molecules</b> for bio-based coatings (R9)</li><li>▪ Biodegradable/ Compostable/ Recyclable <b>packaging products</b> (R10)</li></ul>
Market uptake	





# RIA topics Call 2018



## 6 RIA topics aiming at end TRL 3:


BBI JU budget: € 15 million

€ 1- 2.5 million per grant

## Additional eligibility criterion:

*The consortium must contain at least one constituent entity of the Bio-based Industry Consortium that is a beneficiary not eligible for BBI JU funding*

 *Large Enterprise, full BIC member by 6 Sept. 2018*

Feedstock	
Process 	<ul style="list-style-type: none"><li>▪ <b>Advanced technologies</b> for biomass contains inhibitors (R4)</li><li>▪ <b>Single step conversion</b> processes (R5)</li><li>▪ <b>Emerging breakthrough technologies</b> for existing VCs (R6)</li><li>▪ <b>Electrochemical</b> processes (R7)</li><li>▪ <b>Computational modelling systems</b> for bioprocesses (R8)</li></ul>
Products	<ul style="list-style-type: none"><li>▪ <b>Bio-based aromatics</b> (R11)</li></ul>
Market uptake	



# Additional eligibility criterion

## Call Specific Eligibility Condition

The following topics have an additional eligibility criterion, as reflected in the topic texts (indicative funding section) in the BBI JU AWP 2018.

- BBI 2018 SO2.R4
- BBI 2018 SO2.R5
- BBI 2018 SO2.R6
- BBI 2018 SO2.R7
- BBI 2018 SO2.R8
- BBI 2018 SO2.R11

More specifically:

“To be eligible for participation a consortium must contain at least one constituent entity of the Biobased Industry Consortium that is a beneficiary not eligible for JU funding as laid down in Commission Delegated Regulation (EU) No 623/2014.”

If your proposal is submitted under these topics, please indicate in this excel sheet (sheet 2 -BIC participation) which participants of the consortium are members of the Bio-Based Industries Consortium not eligible for JU funding as laid down in Commission Delegated Regulation (EU) No 623/2014 at the time of the Call submission deadline.

**If this is relevant to your topic, upload the excel file in the Call specific eligibility condition tab (edit proposal step)**

## BIC participation

PIC	Participant Legal Name	Participant Short Name	Country

Check Config

**Download Part B Templates**



Visit our 'How to' user guide



Visit our 'H2020 Online Manual'





# Demo topics Call 2018



## 5 DEMO topics aiming at end TRL 6 to 7:

BBi JU Budget: € 30 million total  
€ 7 million per grant

**Objective:** Demonstration of the technical and economic viability of a new or improved technology, process, product or service or value chain.

Feedstock	<ul style="list-style-type: none"><li>Improve the logistical and pre-processing steps of <b>locally sourced biomass</b> (D1)</li><li>Valorization of <b>mixed urban bio-waste</b> (D2)</li></ul>
Process	<ul style="list-style-type: none"><li>Processes to valorize sugar from lignocellulosic biomass (D3)</li></ul>
Products	<ul style="list-style-type: none"><li>Bio-based <b>pesticides</b> &amp; <b>fertilizers</b> (D4)</li><li>High-performance <b>functional ingredients</b> (D5)</li></ul>
Market uptake	



# Flagship topics Call 2018

## 2 Flagship topics aiming at end TRL 8:

BBi JU Budget: € 42 million total  
€ 21 million max per grant

**Objective:** First-of-their-kind plants that reach commercial level for biomass conversion into competitive added value products via optimized technologies

**Hearings:** Explain the business plan with additional info that could not be included in the proposal for confidentiality reasons. Not to provide new technical details. Questions received max 24h in advance. Costs not eligible.

Feedstock	
Process	
Products	<ul style="list-style-type: none"><li>▪ Large scale competitive bio-based <b>building blocks, polymers and materials</b> that outperform existing market applications (F1)</li><li>▪ Large scale production of <b>proteins for food and feed applications</b> from alternative, sustainable sources (F2)</li></ul>
Market uptake	48



# CSA topics Call 2018

## 2 CSA topics (no TRL):

BBi JU Budget: € 2 million total  
€ 1 million max per grant

**Objective:** to address cross-cutting challenges and support the creation of value chains by delivering practices and tools that can address market, legal, technology, quality and other aspects.

Feedstock	
Process	
Products	
Market uptake	<ul style="list-style-type: none"><li>Benefit from previous and current work <b>to create a coherent and stimulating 'environment'</b> for a sustainable bio-based industry in Europe (S1)</li><li><b>Expand the bio-based industry</b> across Europe (S2)</li><li>Identify <b>opportunities to promote careers, education and research activities</b> in the European bio-based industry (S3)</li></ul>



# Timing

Dec

- Publication of 'topic texts'

Apr

- Call open (11 April 2018)

Sept

- Call closes (6 September 2018, **17:00 CET**)

Oct-  
Nov

- Evaluation

Dec

- Results to applicants



# Table of contents

- Bio-Based Industries (BBI) & BBI JU
- Horizon 2020 vs. BBI JU: similarities & differences
- Call 2018
- **How to write a good proposal**
- Final remarks

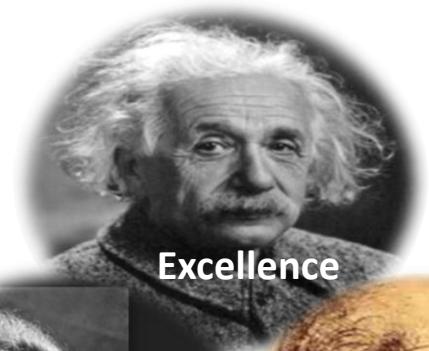


# How to succeed

2016: « ***Think like*** an evaluator »

2017: « ***Write for*** an evaluator »

2018: « ***Every word counts*** »



Excellence



Impact



Implementation





# Cover every aspect

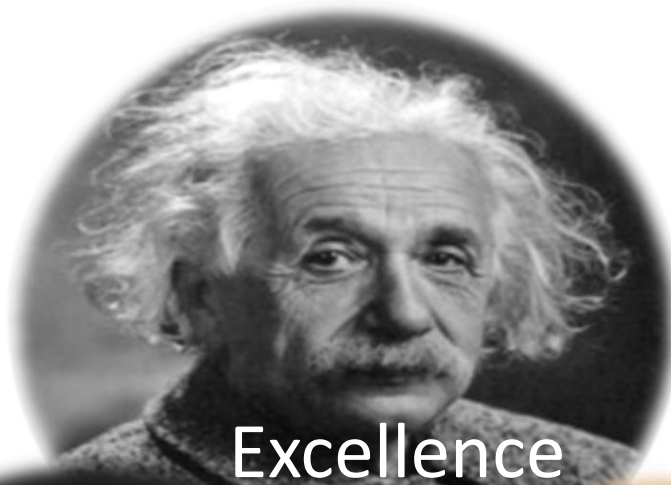
« ***Every word counts*** » at all levels:

- Topic text result of negotiations between industry & EU
- Evaluation (sub)criteria
- Proposal template

## Tips:

- Copy/paste the topic text
- Divide it in different (grouped) sentences
- ***Does your proposal idea tick all the boxes?  
What / who (expertise) are you missing?***

# Evaluation (sub)criteria



Excellence



Impact



Implementation



# Evaluation (sub)criteria

## Different 'types' of evaluation subcriteria

- 'Standard' Horizon 2020 subcriteria
- BBI JU-specific subcriteria

## Differences between 'types of action'

- Coordination & Support Actions (CSAs)
- Research & Innovation Actions (RIAs)
- Innovation Actions (IAs)
  - DEMOs
  - Flagships



# Excellence: WHAT?





## H2020 subcriteria (*RIAs and IAs*)

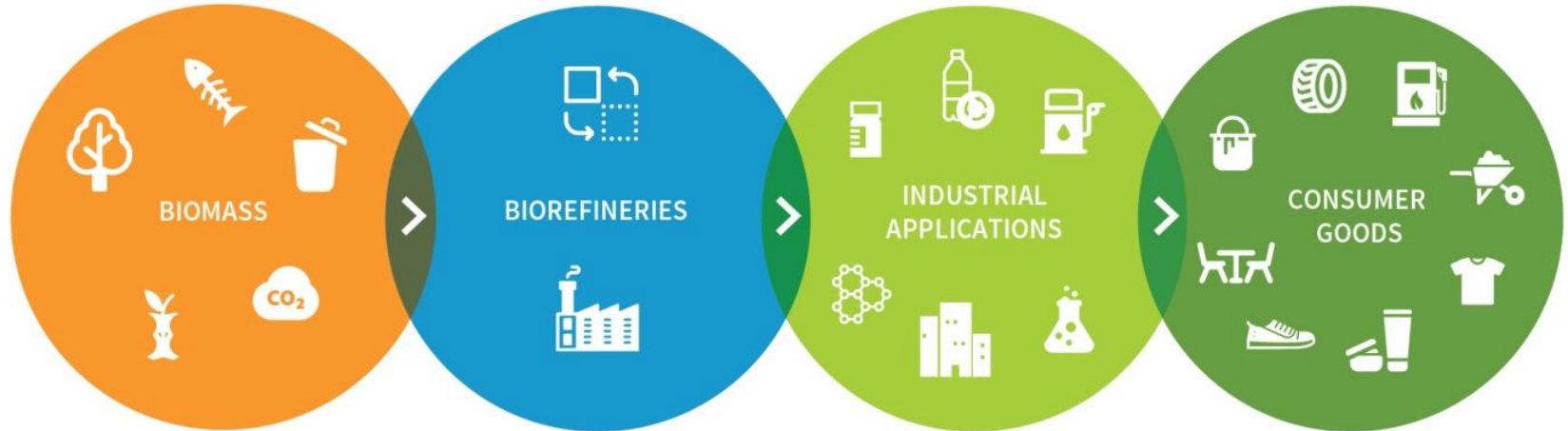
Extent that proposed work is beyond the state of the art, and demonstrates innovation potential.

- What is the state of the art? What's the benchmark **now**?
- ...and how does your proposal go **beyond** the state of the art ?
- Tip:
  - clearly describe the (**starting *and* end**) TRLs
  - e.g. via a table (left: state of the art + start TRL; right: envisaged end TRL)



# BBi JU-specific subcriterion (*IAs*)

Coverage of the whole value chain



*(IAs are close to market => this subcriterion checks that your idea take into account biomass, processing and end products & markets)*



# Impact: SO WHAT?





# H2020 subcriteria (*all actions*)

## Exploitation, dissemination and communication of project results (including IPR and - where relevant - research data management)

- Dissemination & exploitation: more than an eligibility criterion; this is also evaluated by experts
- Tips:
  - Also provide quantitative data (how many conferences, publications, target audiences,...) => be **specific**, avoid 'generic' diss./comm./expl. plans
  - Include relevant (also public) **deliverables**
  - Explicitly describe **IPR management** (Intellectual Property Rights) – **every word counts**





## H2020 subcriteria (*all actions*)

Outputs of the project vs. the expected impacts mentioned in the work plan

- Are all ‘expected impacts’ listed in the topic text dealt with in your proposal...
- ...in a qualitative **AND** quantitative manner?

Often link with BBI JU KPIs

- More info on BBI JU KPIs: see [SIRA](#)
- SIRA is more than a theoretical text



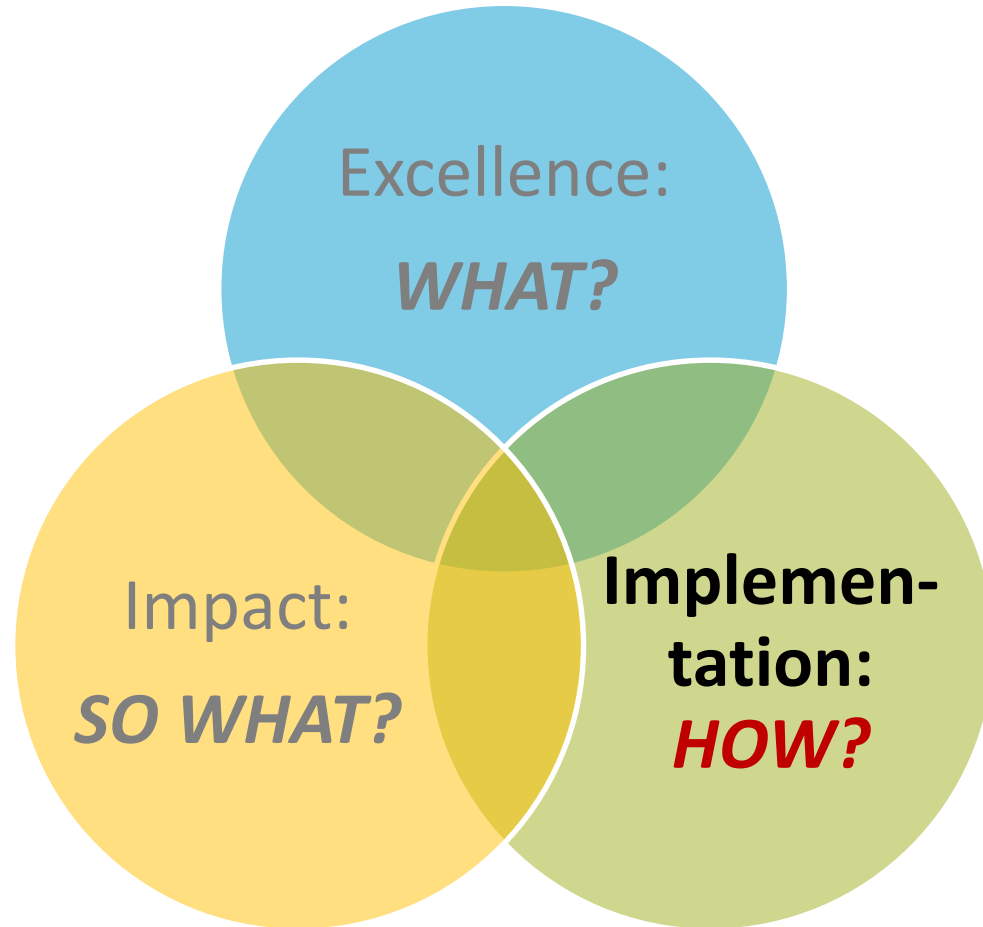
## BBi JU subcriteria (*RIAs and IAs*)

Extent to which the proposed consortium own contribution, **including additional investments**, will help **maximising** the impact of the action

- Clearly describe if and how much “own contribution” (‘in kind’, ‘in cash’ and/or ‘additional investments’) is included in the proposal...
- ...AND **explain** how this will maximise the impact of the action
- ***Don’t just list the amounts, also explain them***
- *Where to explain this? See:*
  - *FAQ for Applicants*
  - *Guide for Applicants*



# Implementation: HOW?





# Significance of Implementation Call 2017 case

	Successful proposals (invited to GAP)	Proposals on reserve list (= passing all thresholds)	Proposals not passing $\geq 1$ threshold(s)
'Excellence'	4.85	4.27	2.86
'Impact'	4.85	4.24	3.39
'Implementation'	4.91	4.1	3.12

→ Biggest 'difference to 5' in **implementation**



## H2020 subcriteria (*all actions*)

Allocation of tasks, ensuring that all participants have a valid role and adequate resources

*convince expert-evaluators that you don't have 'token' consortium members, e.g. via resource allocation (money talks...)*



## H2020 subcriteria (*all actions*)

### Management structures and procedures, including risk and innovation management.

- Consortium of 5 or 20 members: different management (structures) needed
- ‘Innovative’ management techniques are not necessary; it needs to work!
- Tips:
  - explicitly mention / describe risk and innovation management... **(every word counts)**
  - ...and include ‘real’ (not token) risks and mitigation measures



# BBi JU-specific subcriteria (*IAs*)

## Soundness of the business case and business plan

Why? IAs are close to market => business case and business plan are needed

How? See Guide for Applicants and proposal template (bullet points describing business case & plan requirements)

FAQ: how much info is needed? enough to convince

- “(Further) details can be provided in part B – sections 4-5” (= not included in 70-page limit)
- (Only) for Flagships: additional info via hearings



# BBi JU-specific subcriteria (*IAs*)

## Readiness of the technology

- Tip: clearly indicate the **start** and **end TRLs**
- “*In particular, for **flagships** applicants must demonstrate that by the time of the submission of their application **they have been operating relative demonstration scale** plants at a significant production capacity (justification shall be provided in the proposal).*”





# Proposal structure



# Proposal template

- Main message of Call 2017 BBI JU info day: « **Write for an evaluator** »
- Help the evaluators find the right info as quickly and efficiently as possible
- Important: **what** you write and **where** you write it
- **How?** By using the proposal template

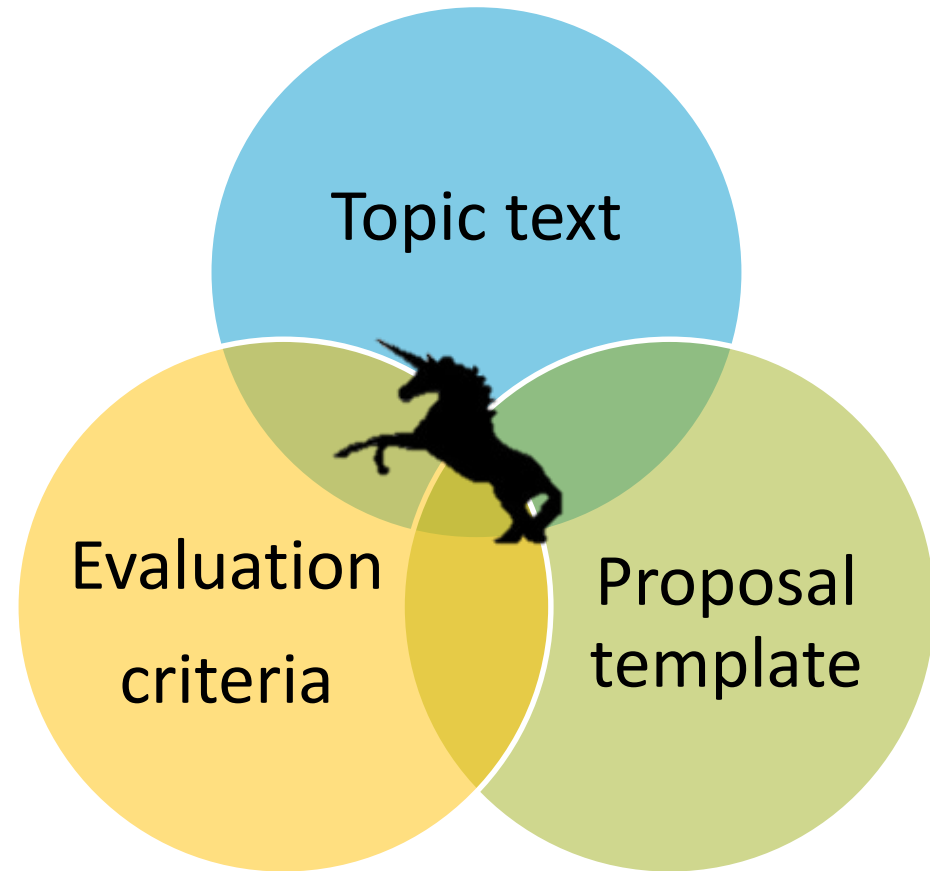


# Proposal template

NB:

- Use the proposal structure found in the Participant Portal / BBI JU Guide for Applicants
- Stick to ‘part B - section 1-3’ page limits (50 for CSAs, 70 for RIAs and IAs)
- For IAs: put business case/plan info in ‘Part B - section 4-5’ (no page limits)

# Successful proposals





# Financial aspects in evaluation



# Rules for participation

## Who can apply?

- Any '**legal entity**' (natural or legal person created & registered under national law) e.g. any company, big or small, research organisations, universities, non-governmental organisations, etc. from all over the world
- Also international organisations or participants from non EU/H2020 Associated countries can participate

## Who can be funded?

### Automatically eligible for funding:

- EU and Horizon 2020 Associated Countries
- Countries listed in *Annex A of the Horizon 2020 Work Programmes*

### NOT automatically eligible for funding:

- Industrialised countries and emerging economies: participants are not eligible BUT some countries have forms of co-funding mechanisms

EXCEPTIONS if: bilateral agreement; country is identified in AWP or call74



# Rules for participation

BBI JU calls follow **H2020 rules for participation**, except:

- No BBI JU funding for large industries in RIA & CSA
- Additional eligibility condition for some RIA topics in Call 2018

All information in:

- **BBI JU Annual Work Plan 2018:** legal and financial information for submitting a proposal to a call
- **BBI JU Guide for Applicants (GfA):** details on how to structure and prepare your proposal
- **Frequently Asked Questions** document



<https://www.bbi-europe.eu/participate/call-proposals-2018>



# Funding rates for legal entities

Participant	RIA	IA	CSA
Large Industries	/	70%	/
SMEs	100%	70%	100%
Non profit, legal entities (Universities, RTOs, NGOs etc.)	100%	100%	100%

*Examples in presentations of BBI JU Info Day 17 April 2018 (youtube)*





# Consortium own contribution

## What and Why?

### Leverage of private investments is crucial!

- **In kind contributions**

The costs incurred by one partner implementing the project minus the funding provided by BBI JU

- **Financial contributions**

Financial transfers from one or more to one or more partners of a BBI JU project to carry out part of the action

- **Additional investments**

Investments (e.g. infrastructure, facilities, durable equipment, etc.) that contribute to reaching the objectives of the projects and the BBI initiative



# Consortium own contribution

## where to include it in the proposal?

- **In kind contributions:** no further explanations needed
- **Financial contributions**
  - **Part A:** Call specific question: quantitative description
  - **Part B, section 3.4:** table containing information on beneficiaries providing and receiving the financial contribution, the amount, and the activities performed
- **Additional investments**
  - **Part A:** Call specific question: quantitative description
  - **Part B, section 3.4:** specific table with breakdown and description of additional activities, and how the help to achieve the objectives of the BBI initiative

All info & templates  
in the GfA!



# Financial aspects in BBI JU Calls

## take-away messages

- **BBI follows H2020 rules and financial regime, except:**
  - No BBI JU funding for large industries in RIA & CSA
  - Additional eligibility condition for some RIA topics in Call 2018
- **BBI is a PPP and an industry-driven programme:**  
leveraging of private investments is crucial
- **Consortium own contribution** (in kind, financial contributions and additional activities) is assessed during the evaluation
- **Read carefully the AWP 2018, GfA & FAQs** to help you prepare a successful proposal.

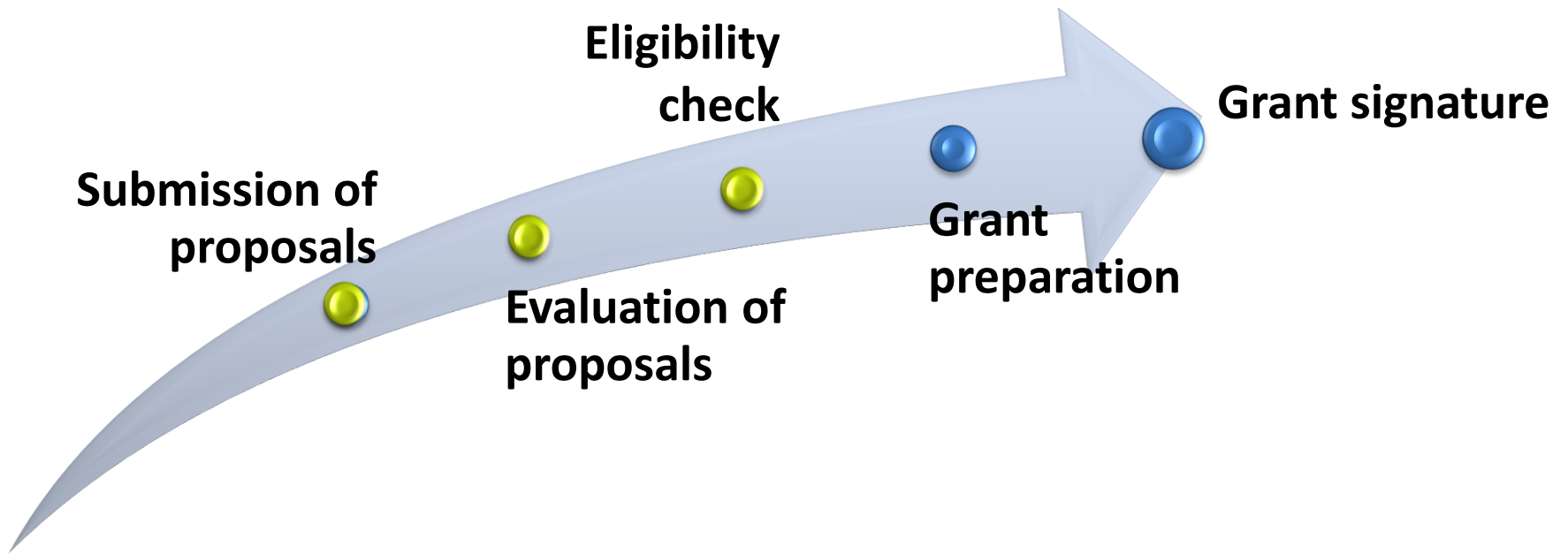


# The process

## From Submission to Grant Signature



# From Submission to Grant Signature





Admissibility -  
Eligibility check

Evaluation of  
proposals

Grant  
Preparation

Grant  
signature

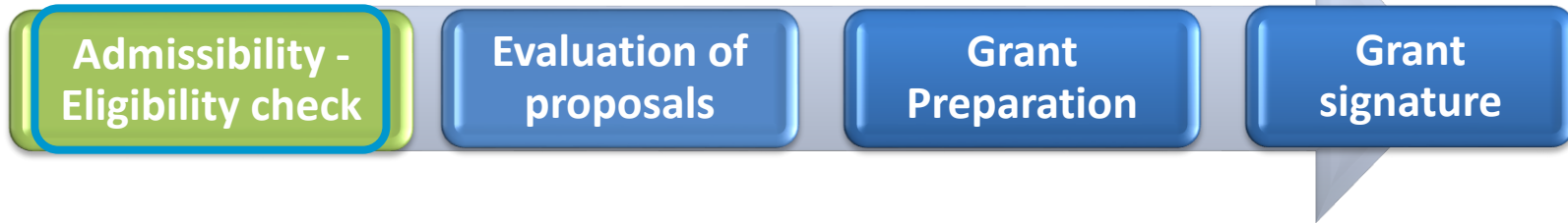
## ADMISSIBILITY CRITERIA

A proposal submitted via the official **online submission** system before the call deadline and it is readable, accessible and printable

**Complete proposal** accompanied by the relevant administrative forms, proposal description and any supporting documents specified in the call.

The proposal includes a **draft plan for the exploitation and dissemination** of the results

**Page limit** (RIA/IA: 70 pages –CSA: 50 pages)



## ELIGIBILITY CRITERIA

Contents are **in line with the topic** description in the call

### **Consortium composition:**

- **CSA:** can be carried by a single 'legal entity'
- **RIA and IA:** at least 3 'legal entities' established in at least 3 different Member States and/or Associated Countries . The entities must be independent from each other

**Additional eligibility criterion** for specific **6 RIA** topics

**Any other** eligibility conditions set out in the call or topic page



## Scores

- 0 Proposal does not meet the criterion at all or cannot be assessed due to missing or incomplete information
- 1 Poor – serious weaknesses
- 2 Fair – goes some way to meeting criterion, but with significant weaknesses
- 3 Good – but with a number of shortcomings
- 4 Very good – but with a small number of shortcomings
- 5 Excellent – meets criterion in every relevant respect. Any shortcomings are minor

## Four thresholds

- Excellence score = min. 3/5
- Implementation score = min. 3/5
- Impact score = min. 4/5
- The sum of the three individual scores = min. 11/15

**For Innovation Actions, to determine the ranking, the score for the criterion 'impact' will be given a weighting of 1.5**





## Evaluation Criteria -IA

Excellence	Impact	Quality and efficiency of the implementation
<ul style="list-style-type: none"> <li>• Clarity and pertinence</li> <li>• Soundness of the concept</li> <li>• Credibility of the proposed approach</li> <li>• Extent that proposed work is ambitious, has innovation potential, and is beyond the state of the art</li> <li>• <a href="#">Coverage of the value chain (IA)</a></li> </ul>	<ul style="list-style-type: none"> <li>• Expected impacts listed in the topic</li> <li>• Enhancing innovation capacity and integration of new knowledge</li> <li>• Strengthening the competitiveness and growth of companies</li> <li>• Any other environmental and socially important impacts</li> <li>• Effectiveness of the proposed measures to exploit and disseminate the results</li> <li>• <a href="#">Extent to which consortium contribution, including additional investment, will help maximising the impact of the action (RIA/IA)</a></li> </ul>	<ul style="list-style-type: none"> <li>• Coherence and effectiveness of the work plan</li> <li>• Complementarity of the participants within the consortium (if relevant)</li> <li>• Appropriateness of the management structures and procedures</li> <li>• <a href="#">Soundness of the business case and business plan (IA)</a></li> <li>• <a href="#">Readiness of the technology for the implementation of the pilot phase, demonstration or flagship. (IA)</a></li> </ul>



- **Online grant preparation:** The process is supported through the Participant Portal.
- **Follow your proposal:** The grant agreement and its annexes must not differ from the proposal. No negotiation in H2020.
- **Timeframe:** 5 months after the call deadline to inform successful applicants; +3 months to sign the Grant Agreement. 8 months total



**SME self-assessment (check beforehand - In RIA and CSAs: no confirmed SME = no funding)**

**[SME self-assessment](#)**

**Financial Viability of the Coordinator (select your COO wisely) - [Financial Viability Self-Check](#)**

**IPR issues and **Consortium Agreement****



Signature of GA  
by 6<sup>th</sup> May 2019



# Table of contents

- Bio-Based Industries (BBI) & BBI JU
- Horizon 2020 vs. BBI JU: similarities & differences
- Call 2018
- How to write a good proposal
- **Final remarks: where to find more info?**



# H2020 & BBI JU IT tools...

- **Participant Portal**

- Register organisations, topic search, proposal submission,...
- [H2020 online manual](#)

Find a call

Find partners

Register an organisation

Submit a proposal

- **BBi JU website**

- BBI JU-specific info (incl. Guide for Applicants (GfA), a regularly updated FAQ for Applicants)
- Info day 17 Apr 2018: presentations & recording
- BBI Partnering Platform

## HOME



### BBI JU Info Day 2018 17 April, Brussels



### BBI JU Info Day 2018

Info about the BBI JU Call for  
proposals 2018 & networking  
session



BBI JU Partnering Platform



Participate



BBI JU Partnering Platform



## ...and personal contact

- Your NCP and EEN contacts
- BBI partnering platform
- BBI JU project participants
  - [http://cordis.europa.eu/projects/home\\_en.html](http://cordis.europa.eu/projects/home_en.html)
  - <https://www.bbi-europe.eu/projects>
- BIC (member) activities







# Do you have BBI expertise?

Please consider registering as an expert on the Participant Portal (PP)

- <http://ec.europa.eu/research/participants/portal/desktop/en/experts/index.html>
- BBI = broad field => different expertise needed!
- As a BBI JU evaluator, you'll gain valuable BBI JU / H2020 insights...

## Call 2018 expert-evaluator invitations

- First invitations have already been sent...
- ...so if you haven't registered yet, please do so **by 31 May 2018 AND** e-mail [experts@bbi.europa.eu](mailto:experts@bbi.europa.eu)





# BBi JU Social Media & Contacts



[www.twitter.com/bbi2020](https://www.twitter.com/bbi2020)



[www.linkedin.com/company/10630022/](https://www.linkedin.com/company/10630022/)



[www.youtube.com/channel/UCOXBuYHNZypE-pF9xZ\\_-9eQ](https://www.youtube.com/channel/UCOXBuYHNZypE-pF9xZ_-9eQ)



[www.bbi-europe.eu](http://www.bbi-europe.eu)



[info@bbi.europa.eu](mailto:info@bbi.europa.eu)

# Bio-based Industries Joint Undertaking

Highlights & research priorities  
main aspects of proposal  
preparation and evaluation



**Thank you...**  
...and good luck!

